



CHARLES C. GERRISH
DIRECTOR, SALES DEVELOPMENT

(908) 874-2842

Mr. Jim Murphy
President
Afterburner Seminars
1265 Timberlake Trail
Cumming, GA 30131

Dear Jim,

Our sincere thanks to you and J.B. for your outstanding presentation to kick-off our Johnson & Johnson October National Sales meeting.

The entire sales team and guests were overwhelmed by your correlation between flying a combat mission and the sales and business mission our people face each week.

Over the next few days, the sales force was talking about all aspects of your presentation, with the biggest discussion around eliminating "task situation" in our office and in the field.

We look forward to working with you again, and we will remember you to our fellow J&J associates when they are looking for similar speakers.

Please give our personal thanks to J.B. for a job well done and best of luck to her in her career.

Sincerely,

Charles C. Gerrish

CCG:pl

cc: M. Concannon
P. Mutchler